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Message Text

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PAGE 01 KARACH 01368 050502Z

20
ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W
---------- 062634
R 050255Z JUL 75
FM AMCONSUL KARACHI
TO SECSTATE WASHDC 8996
INFO AMEMBASSY ISLAMABAD

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E. O. 11652: N/A
TAGS: BEXP, PK
SUBJECT: CHEMTEX/DUPONT POLYESTER PLANT

REF: KARACHI 1278

1. SINCE TRANSMISSION OF REFTEL CHEMTEX PRESIDENT EUGENE REMMER, SENIOR CHEMTEX EXEC ED EMERSON AND DUPONT INT. REP HAGEMANN JOINED DAVIS AND TONNIES IN KARACHI FOR NEGOTIATIONS WITH FCCC AND BIM OFFICIALS OF BID EVALUATION COMMITTEE. DURING FORMAL SESSIONS AND OTHER OFF-THE-RECORD DISCUSSIONS CHEMTEX/DUPONT REPS CONFIRMED PREVIOUSLY REPORTED STRONG PREFERENCES ON PART OF FCCC AND MOST OTHER INVOLVED GOP OFFICIALS IN CONCLUDING CONTRACT WITH CHEMTEX/DUPONT AS WELL AS DETERMINATION ON PART OF FCCC THAT POLYESTER PLANT CONTRACT NEGOTIATIONS BE KEPT CLEAN AND ABOVEBOARD.

2. DESPITE LAST-MINUTE PRESENTATION BY ICI REPS ON MONDAY JUNE 30 AND CONSIDERABLE PRICE-CUTTING BY TORAY, CHEMTEX NOW RPT NOW PRACTICALLY CONVINCED THAT CONTRACT IS THEIRS OWING HIGHLY CONFIDENTIAL ASSURANCES FROM RESPONSIBLE PAK OFFICIALS INVOLVED.

3. FINAL PRESENTATION TO MINISTER OF INDUSTRIES RAFI RAZA WILL BE UNDERTAKEN MONDAY JULY 7 BY FCCC CHAIRMAN MAHMOOD AHMAD IN ISLAMABAD AT WHICH TIME HE WILL, ACCORDING SOLID INFO OB-TAINED BY CHEMTEX, PRESENT COMMITTEE'S FINAL DECISION IN FAVOR
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CHEMTEX. ED EMERSON OF CHEMTEX WILL BE INSTANTLY AVAILABLE IN

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ISLAMABAD ON JULY 7 IN CASE MINISTER PUTS ANY QUESTIONS TO
MAHMOOD AHMAD TO WHICH LATTER UNABLE GIVE ADEQUATE REPLY.

4. COMMENT: FROM OUR LONG AND SHORT RANGE VIEW OF
NEGOTIATIONS, WE DO NOT THINK OPTIMISM OF CHEMTEX
NEGOTIATORS HERE IS MISPGYCED.
TIGER

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Message Attributes

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Disposition Authority: buchant0
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